



品质, 源于热爱

Inner Mongolia Yili Industrial Group Third Quarter 2024 Results

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About Yili



- **Yili ranks among the Global Dairy Top 5 and has sustained an undisputable position of No. 1 in Asia for ten consecutive years.** Yili is China's largest dairy producer, offering the largest number of products. Yili has now put into place a network comprising a global resource system, a global innovation system and a global market system in regions where the dairy industry is well developed. These regions include Asia, Europe, Oceania and the Americas. Yili has over 2,000 partners distributed in 39 countries across six continents. The company owns 15 R&D and innovation centers and 75 production bases. Its liquid milk, milk powder, yogurt, cheese and ice cream are on the market in more than 60 countries and regions.
- With its exceptional product quality, leading service capabilities and comprehensive capacity for sustainable development, Yili is well-respected and received among global event organizers, national and local governments and the public. Yili was selected to serve as the exclusive supplier of dairy products and services at major international events, including the Beijing 2008 Olympic Games, the Expo 2010 Shanghai China, the G20 2016 China, the 2019 7th CISM Military World Games, the Beijing 2022 Winter Olympic Games, and the Hangzhou 2023 Asia Games. Yili has also become a partner of the World Economic Forum, the Boao Forum for Asia, and the World Internet Conference.



Introduction of our Leader



PAN, Gang (The Chairman and CEO of Yili Group)

By 2002, he was the youngest CEO among the 520 key industrial enterprises.

Mr. Pan has been holding the position of Chairman and CEO of Yili Group since June 2005.

Management Thinking

- The "global networking" and the "along-the-supply-chain innovation" strategy
- The "quality management" and the "precise management" management ideas
- Solid results matter more than time taken; Industrial prosperity outranks personal glory; Social value takes precedence over business fortune; That's the value that we hold in every step of our growth.





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Financial Highlights



RMB (million)	2023 Q3	2024 Q3	Growth rate	2023 1-3Q	2024 1-3Q	Growth rate
Revenue	31,207	29,125	-6.7%	97,404	89,039	-8.6%
Revenue from core business	30,786	28,664	-6.9%	96,209	87,789	-8.8%
Gross profit ¹	10,044	10,069	0.2%	31,849	30,709	-3.6%
Gross profit margin	32.6%	35.1%	2.50 ppts	33.1%	35.0%	1.88 ppts
Selling expense ratio	17.9%	19.0%	1.09 ppts	17.7%	19.3%	1.61 ppts
G&A expense ratio	3.9%	3.5%	-0.38 ppts	4.0%	3.8%	-0.19 ppts
Operating profit	3,809	3,756	-1.4%	11,136	12,503	12.3%
Net profit attributable to shareholders of the company	3,075	3,337	8.5%	9,380	10,868	15.9%
Net profit margin	9.9%	11.5%	1.61 ptps	9.6%	12.2%	2.58 ppts
EPS (RMB)	0.49	0.52	6.1%	1.47	1.71	16.3%
ROE				18.03%	19.32%	1.29 ppts

Note 1: Gross profit is calculated from core business revenue

Core Business Revenue Segment Breakdown

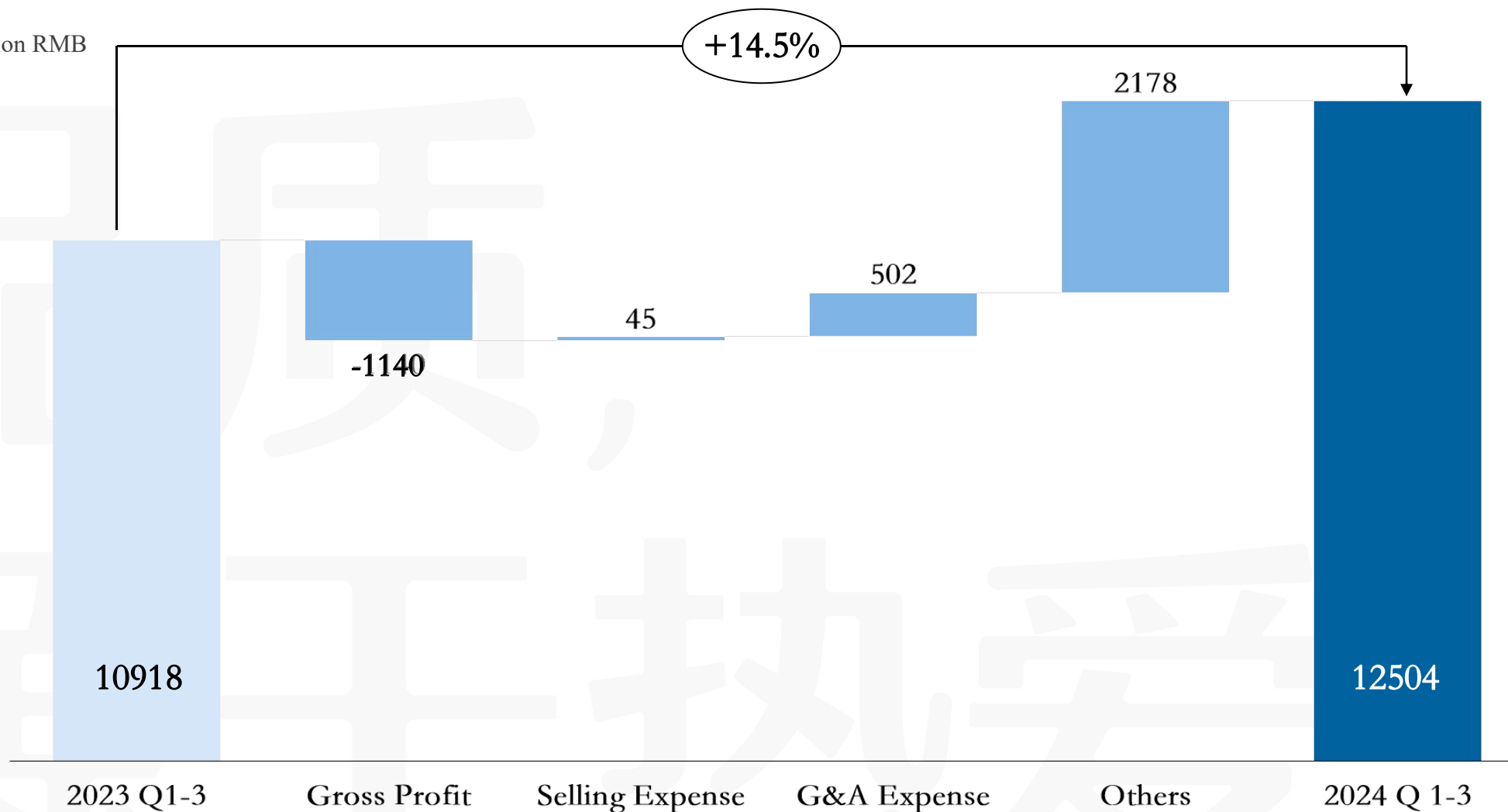


RMB (million)	2023 1-3Q		2024 1-3Q		
	Revenue	%	Revenue	%	Growth Rate
Liquid milk	65,432	68.0%	57,524	65.5%	-12.1%
Milk powder and milk products	19,922	20.7%	21,330	24.3%	7.1%
Ice cream	10,383	10.8%	8,344	9.5%	-19.6%
Other products	472	0.5%	591	0.7%	25.4%
Total	96,209	100.0%	87,789	100.0%	-8.8%

Analysis of Profit Growth

2024 Q1-Q3 Total Profit Growth Attribution

Unit: million RMB



Operating Efficiency

Notes Receivable and Accounts Receivable Turnover (Days)



2023 1-3Q



2024 1-3Q

Inventory Turnover (Days)



2023 1-3Q



2024 1-3Q

Notes Payable and Accounts Payable Turnover (Days)



2023 1-3Q



2024 1-3Q

Cash Turnover (Days)



2023 1-3Q

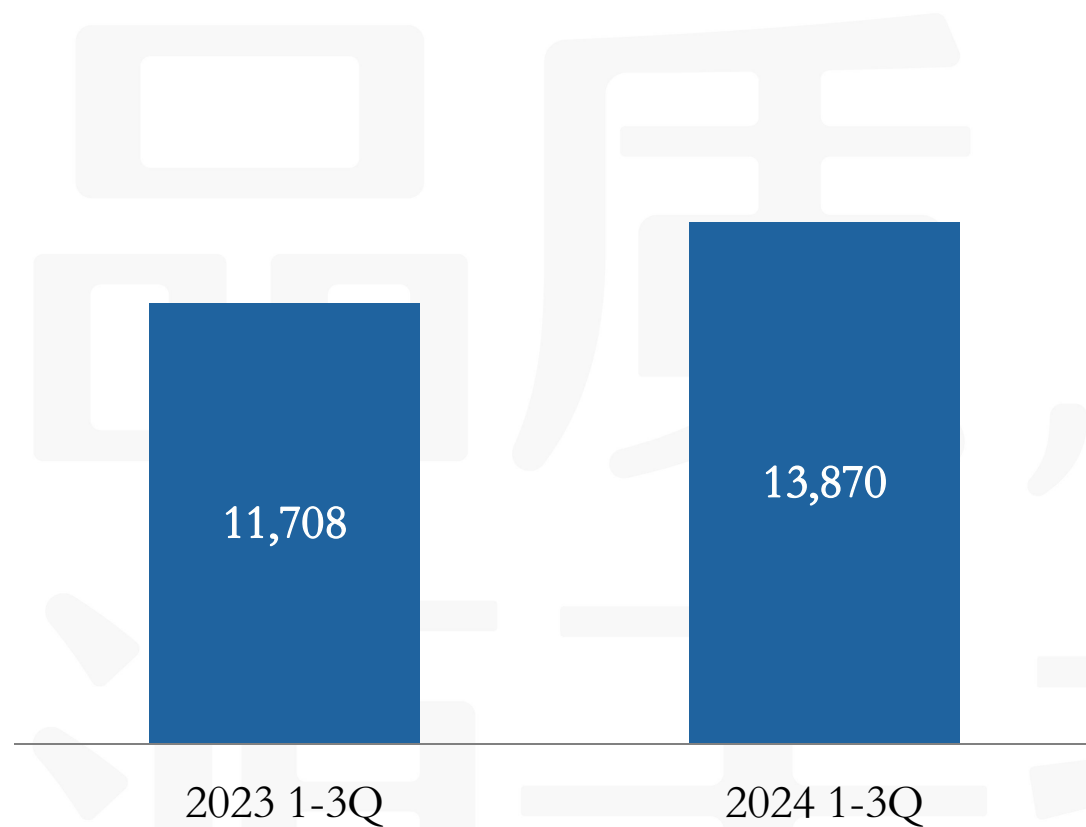


2024 1-3Q

Cash Flow and Capital Expenditure

Net cash flow from operating activities

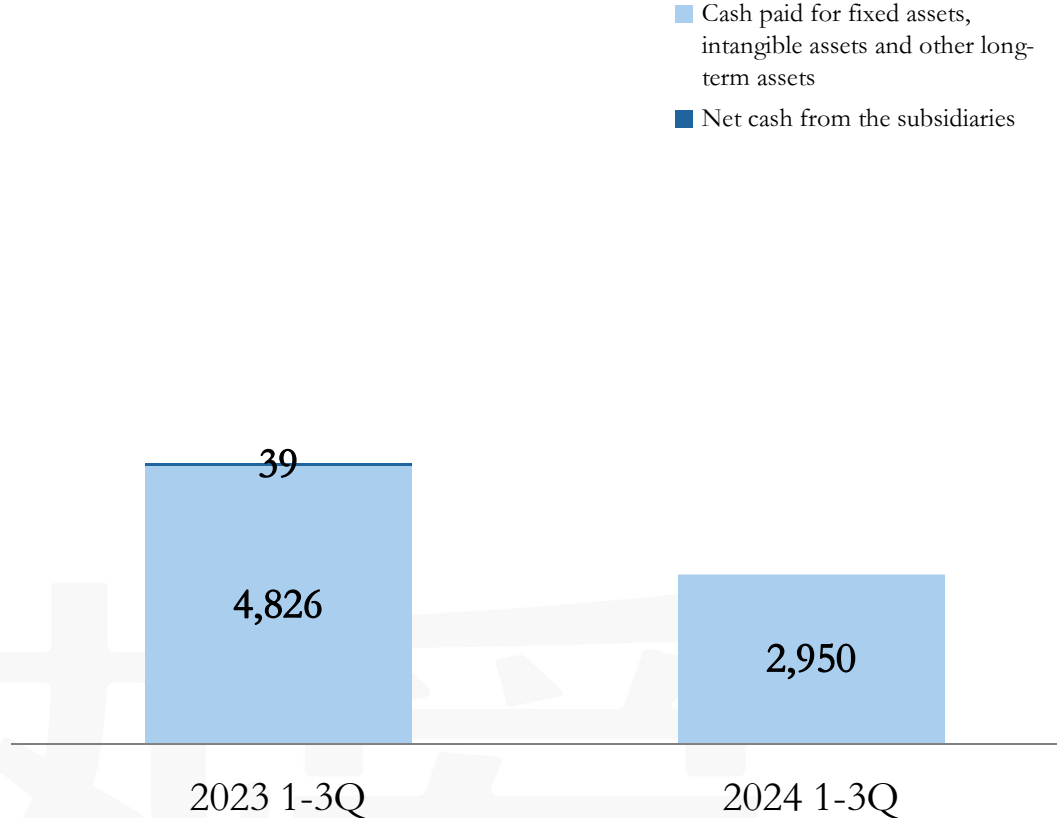
Unit: million RMB



Capital expenditure

Unit: million RMB

- Cash paid for fixed assets, intangible assets and other long-term assets
- Net cash from the subsidiaries





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Culture & Brand Essence



Belief

“Yili” means the best quality

Core Values

Excellence Accountability Innovation

Win-win Respect

Vision

Be the most trusted global healthy food provider

The Spirit of Yili

Ownership
mindset

Strong sense of
responsibility

Powerful execution
capability



Brand Essence

Nourish for life

the provider of healthy food and the advocator of healthy lifestyle



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Thank you!